

UNITED STATES DISTRICT COURT  
SOUTHERN DISTRICT OF NEW YORK

MEDIDATA SOLUTIONS, INC.	)	
	)	
	)	
Plaintiff,	)	
	)	No.
vs.	)	1:15-cv-00907ALC
	)	
FEDERAL INSURANCE COMPANY,	)	
	)	
	)	
Defendant.	)	

The discovery deposition of  
CHRISTOPHER AREHART, called by the  
Plaintiff, for examination, pursuant to  
notice, taken before LAURA MUKAHIRN, CSR, a  
notary public within and for the County of  
Cook and State of Illinois, at One North  
Franklin Street, Chicago, Illinois, on  
July 9, 2015, scheduled to commence at 2:30  
o'clock p.m.

1 language was drafted by Federal Insurance  
2 Company; is that correct?

3 MR. SCHMOOKLER: Object to form.

4 THE WITNESS: I can't confirm  
5 who drafted this policy.

6 BY MR. SUGZDA:

7 Q. Do you have any reason to  
8 believe that any of the individual  
9 provisions of the policy were not drafted  
10 by Federal?

11 A. The policy was not drafted by  
12 the customer.

13 Q. And if you didn't draft any of  
14 this language, did you play any role in  
15 approving the language that appears in the  
16 policy form?

17 A. No. This edition date is 2004.  
18 So I was a young underwriter at that point.

19 Q. Might have been precocious.

20 And the form part of the  
21 policy, leaving aside the endorsements, was  
22 this designed specifically for Medidata, or  
23 is it the same form that's sold to other  
24 policyholders?

25 A. This policy form was not

1 designed specifically for Medidata.

2 Q. And it is sold to other  
3 policyholders?

4 A. Yes, it is.

5 Q. Do you have any idea  
6 approximately how many?

7 A. I'm not going to disclose what  
8 our -- the amount of our business is unless  
9 we go confidential.

10 MR. SCHMOOKLER: Go off the  
11 record for a second. Let me consult with  
12 him about what he actually knows on this.

13 MR. SUGZDA: Okay. Sure.

14 THE VIDEOGRAPHER: We are off  
15 the record at 3:10 p.m.

16 (Short break taken.)

17 THE VIDEOGRAPHER: We are back  
18 on the record at 3:16 p.m.

19 MR. SCHMOOKLER: We've gone off  
20 the record, just so it's clear, to consult  
21 on a matter of proprietary information. So  
22 why don't we have the question read back,  
23 and Chris will try to answer it to the best  
24 he can without disclosing any trade  
25 secrets.

1 (Record read back.)

2 THE WITNESS: Chubbs book of  
3 business for commercial crime is analyzed  
4 by the Surety and Fidelity Association in  
5 North America, and they publish an annual  
6 statement that gathers information from the  
7 Schedule P data that's available publicly  
8 for all organizations to read and pull down  
9 from the internet. And it captures that  
10 information and aggregates it together.  
11 Our book of business inclusive of this  
12 policy form, as well as other policy forms  
13 that we write, is approximately  
14 \$265 million in written premium in any one  
15 year, and the largest writer of that  
16 business in North America.

17 BY MR. SUGZDA:

18 Q. So just to be clear, the  
19 objection to -- based on proprietary or  
20 trade secret information is to an  
21 approximate amount of policyholders to  
22 whom --

23 MR. SCHMOOKLER: This exact form  
24 is, because you really -- If you ask him  
25 where this form -- who this form is issued

1 to, you'd be able to derive some kind of  
2 how we structure our business.

3 MR. SUGZDA: Okay.

4 MR. SCHMOOKLER: Strategically  
5 how we structure it.

6 MR. SUGZDA: Just wanted to make  
7 sure.

8 MR. SCHMOOKLER: Yes.

9 BY MR. SUGZDA:

10 Q. And from your review of the  
11 underwriter file and as Federal's  
12 representative, is it correct that there  
13 was no negotiation back and forth between  
14 Medidata and Federal about the content of  
15 the policy form?

16 A. From my review of the  
17 underwriting information that was provided  
18 to me to prepare for this deposition as  
19 well as my conversation with Ms. Herald,  
20 no, I don't see any discussion regarding  
21 back and forth over the terms and  
22 conditions of the policy, crime section.

23 Q. And -- So you mentioned terms  
24 and conditions. Does that include the  
25 endorsements that were issued?

1           A.       Terms and conditions would  
2       include endorsements.

3           Q.       So there was no back and forth  
4       between Medidata and Federal about the  
5       endorsements as well?

6           A.       I don't recall seeing any in  
7       the file.

8           Q.       Then you would have no reason  
9       otherwise to think that there was?

10          A.       Negotiations are commonplace in  
11       these lines of business. So it's not  
12       beyond the realm of possibility that  
13       conversations about which endorsements  
14       should or should not be put on the policy  
15       were had in the file. I don't recall  
16       seeing anything as to any endorsement of  
17       any substantive nature that would apply to  
18       the crime section.

19          Q.       And while there might have  
20       been -- well, it's conceivable there was  
21       some back and forth about which endorsement  
22       should be included, the content of those  
23       endorsements was not something that was  
24       negotiated; is that correct?

25          A.       Not that I recall seeing in the

1 the terms that are used, was the intent of  
2 this coverage to require a hacking incident  
3 for there to be coverage?

4 A. The computer fraud coverage  
5 is -- was created to address the actions of  
6 outsiders attacking the organization. You  
7 have to read the entire words of the policy  
8 including all of the definitions which  
9 speak to these outside interlopers  
10 attacking computer systems so as to create  
11 the loss associated with that action. So  
12 the transfer of money, securities, or  
13 property, again, reading the policy form,  
14 and the words that are provided herein.

15 Q. But the intent of the policy  
16 was not to limit the scope of those outside  
17 interlopers to just hackers; is that  
18 correct?

19 MR. SCHMOOKLER: Object to form.

20 THE WITNESS: Again, I can't  
21 speak to what these words specifically --  
22 You're creating a supposition that these  
23 words say one thing when they say exactly  
24 what they say on the page.

25

1 BY MR. SUGZDA:

2 Q. I'm just referring to your  
3 previous answer where you said the intent  
4 was to protect against outside interlopers  
5 attacking the system. I'm not asking you  
6 to interpret any of the specific words in  
7 the policy. I'm asking you to just -- I'm  
8 asking a follow-up question based on your  
9 explanation of the intent. And I'm asking  
10 when you said the intent was to protect  
11 against outside interlopers, that intent  
12 was not to limit those outside interlopers  
13 to just hackers?

14 MR. SCHMOOKLER: Object to form.  
15 Don't offer any legal opinions as to the  
16 words. You're not going to disclose our  
17 legal interpretation of the policy.

18 THE WITNESS: The coverage  
19 addresses outsiders using methodologies by  
20 which to access computer systems. We  
21 referred to those types of things in the  
22 definitions in the policy as they're  
23 written. I'm not going to add or subtract  
24 anything from these words.

25



1 BY MR. SUGZDA:

2 Q. And in terms of the outsiders,  
3 or outside interlopers, those outsiders or  
4 outside interlopers could take the form as  
5 imposters as well as hackers?

6 MR. SCHMOOKLER: Object to form.  
7 Calls for speculation.

8 THE WITNESS: We don't speak to  
9 the nature of who those individuals are.  
10 They're outsiders, not insiders. They're  
11 not employees, and as a result can be  
12 others that aren't employees.

13 BY MR. SUGZDA:

14 Q. So in terms of the underwriting  
15 intent of Insuring Clause 5, the primary  
16 concern was a distinction between employee  
17 and nonemployee rather than the exact  
18 nature of the nonemployee?

19 MR. SCHMOOKLER: Object to form.

20 THE WITNESS: Can you rephrase  
21 your question?

22 BY MR. SUGZDA:

23 Q. I was just seeking to distill  
24 or summarize what you had just said and say  
25 that the primary distinction in terms of

1       underwriting intent when crafting Insuring  
2       Clause 5 as well as the surrounding terms  
3       and the terms used within Insuring Clause 5  
4       was a distinction between the employees and  
5       nonemployees and not necessarily the nature  
6       of the nonemployee; is that correct?

7                   MR. SCHMOOKLER: Object to form.  
8       You can answer if you understand the  
9       question.

10                   THE WITNESS: Yeah. I don't  
11       understand your question. I'm -- I'm  
12       confused as to what you are trying to ask.  
13       Truthfully, it's not a summary. It's not a  
14       restatement of what I said.

15       BY MR. SUGZDA:

16               Q.       Fair enough. I'll move on.

17                   Mr. Arehart, is it correct that  
18       the crime coverage section of the policy  
19       does not mention the term hacking?

20               A.       I'm not aware of the term  
21       hacking being used in the policy form.

22               Q.       And you have no reason to  
23       believe that it is used anywhere?

24               A.       I have no reason to believe or  
25       I'm not knowledgeable that the word hacking

1 is included in this policy form issued to  
2 Medidata.

3 Q. Moving away from the specific  
4 computer fraud insurance coverage, when  
5 underwriting a policy, is it sometimes the  
6 case that certain protective safeguards are  
7 required to be in place to obtain a certain  
8 amount of coverage?

9 MR. SCHMOOKLER: Object to form.

10 THE WITNESS: The underwriting  
11 of a crime policy includes, it's not  
12 limited to, the review of control  
13 information on an application. It's an  
14 underwriter's job to evaluate those  
15 controls and assess the risk and determine  
16 whether -- what the price should be, the  
17 deductible or retention, attachment point,  
18 and limit to be offered relative to the  
19 risk presented. There are no absolutes in  
20 underwriting. One customer may not have  
21 the appropriate control but be willing to  
22 take a retention that is substantial enough  
23 to make an underwriter comfortable that the  
24 lack of that control is not a -- something  
25 that would keep them from writing that

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